

IDAHO REAL ESTATE COMMISSION'S
EDUCATION EXCHANGE
NEWS YOU CAN USE FROM THE EDUCATION DEPARTMENT

MARCH 14, 2006

VOLUME 1 ISSUE 2

.....
INSTRUCTOR DEVELOPMENT WORKSHOP
(FORMERLY TRAIN THE TRAINER)

You may now register online for the 2006 Instructor Development Workshop, held on May 16 and 17 at the Red Lion Downtowner in Boise, Idaho. To register log onto www.irec.idaho.gov. Click on Education, then on Instructor Development Workshop. Follow the prompts to register.

Hope to see you there!

REMEMBER!

All IREC certified instructors must attend at least one IDW every two years. Anyone wanting to teach CORE 2006 must attend the live course. Be the first at IDW 2006!



HERE IS A GREAT IDEA!

Getting the Attention of Your Audience

According to Vincent Kituku of Kituku & Associates adult learners, in most cases, come to a class pre-occupied with issues that are not necessarily related to what they are to learn. For them to be involved and learn, the instructor must capture their attention. Vincent suggests these 5 proven strategies to capture, teach and leave them wanting more!

- From the beginning use startling statistics
- Incorporate stories, analogies and metaphors that are engaging and relevant
- Show demonstrative props
- Use basic and easy to remember quotes
- Share unknown findings or information



Do you teach Sales Prelicense? Try this idea:

According to IREC's Enforcement Department, Agency is still a very misunderstood concept for many (too many!) licensees. One prelicense instructor recently suggested this idea: Move Agency, currently the last section of Module 1, to Section 3, prior to the *Going to Work for a Broker* Section. This lays the groundwork for Agency discussion throughout the rest of Modules 1 and 2. Mike Gamblin recently tried this with excellent results. He is even thinking about moving the Agency section to the second half of the first day of Module 1.

Thanks to Terry Ruettgers, Chief Investigator for the Commission for giving us the BCOO idea as seen in the February 2006 Issue of the Education Exchange!

Do you have a lightbulb idea? E-mail us at danielle.leffler@irec.idaho.gov.



Nominate an instructor for the Excellence in Education Award!
We are now accepting applications which can be downloaded
from the Education page at www.irec.idaho.gov.

Hurry!

**The deadline for applications is
April 7, 2006.**

HAVE YOU UPDATED YOUR CONTINUING EDUCATION CURRICULUM LATELY?

If so, please make sure the Commission has a copy. It is important that your files with us include the most recent curriculum revisions.

IF YOUR CONTACT
INFORMATION HAS
CHANGED, PLEASE LET
US KNOW IN WRITING.

The Commission's website is updated weekly with Course, Instructor, and Provider additions as well as renewals. We also update the course schedule page weekly. If your course is certified by IREC and you want it listed on our website, please fill out a Course Schedule form and submit it to us. Forms can be downloaded from www.irec.idaho.gov. Click on Education, then on Course, Instructor, Provider Certification.

DID YOU KNOW?

Student Outlines for Salesperson Prelicense Modules 1 and 2, CORE 2005, Valuation and Analysis, Real Estate Finance, Brokerage Management, and BCOO are available on our website! Go to www.irec.idaho.gov. Click on Education, then on Course Outlines. Student and Instructor outlines are also ready to be emailed. Please contact Danielle Lefler at danielle.lefler@irec.idaho.gov for more information.

**Are you an Instructor?
Are you a Provider?
Read this!**

Communication between Instructors and Providers is crucial!

Providers: Ask your Instructors what materials and equipment are required for teaching classes.

Instructors: Notify your Providers if you are planning any field trips during class time so the Provider can notify the students ahead of time to dress accordingly.

Thanks to Doug Plourde of Idaho Energy Division for this great tip!

WHAT WOULD YOU LIKE TO SEE IN THE EDUCATION EXCHANGE? WE ARE ALWAYS
LOOKING FOR IDEAS! EMAIL DANIELLE!

The Education Department would like to welcome the following providers and courses certified since the February Edition of the Education Exchange:



Providers

First American Title Company
Foggy Mountain Enterprises
Envision Real Estate School & Consulting
Butler & Associates
Jere Webb

Courses

Microsoft Excel Fundamentals
REALTOR® Guide to Feng Shui
Managing and Prioritizing with Microsoft Outlook
Digital Cameras
Microsoft Excel in Real Estate
Disclosure: A REALTOR® Guide to Reducing Risk
Fair Housing
Work Smarter, Not Harder
Water Resources
Tax Strategies for the Independent Contractor
Human Land Use
Ethics of Sustainability
Energy Resources
Community Ethics
Real Estate Market Charts & Statistics for the Treasure Valley
Safeguarding Your Personal & Business Assets
How to Negotiate in Tough Situations
Condos & Co-ops
Legal Aspects of Condominium Development and Homeowner's Associations



For more information about these providers, courses, and instructors please visit our website!

www.irec.idaho.gov

EDUCATION EXCHANGE MISSION STATEMENT

The purpose of the Education Exchange is to promote communication and generate ideas between the Idaho Real Estate Commission, Providers, and Instructors. As a regulatory body, it is not the Commission's intent to advertise a particular provider, course, or instructor.